

Item No.	Date Received	Topic and/or RFP Section Reference	Question	Answer
1.	15 October 2008	Article 5.2.4.4.1 <b>Definition of Similar Projects</b>	<p>According to 5.2.4.4.1 of the RFP, similar projects means residential projects completed within the ROK within the past 10 years that total at least 75% of the RFP project's <b>rentable square feet</b> or larger. Offeror may submit projects that <b>satisfy more than one of the criteria stated above</b> and can be used to demonstrate either Construction &amp; Development experiences or Operations &amp; Maintenance experiences, or both.</p> <p><i>1) We would like to have a clear understanding of "Rentable square feet". Does it include 3 underground parking facilities of all 3 phases? Or does it mean just usable square feet by adding common areas such as hallways and storages except parking spaces? Could you provide with an exact figure for the rentable square feet of this project?</i></p> <p><i>2) Also, what does "similar projects that satisfy <u>more than one of the criteria stated above.</u>" mean? This seems to refer to the time relevancy (within the past 10 years) and the minimum square footage criteria</i></p>	<p><i>1) <b>Rentable square feet only includes residential facilities. Total gross square meters of each SLQ building is approximately 8,822 (94,959 sf), which translates into 35,288 sqm (379,837 sf) per phase, or 105,864 sqm (1,139,511 sf) for all 3 phases of the SLQ project.</b></i></p> <p><i>2) <b>The referenced criteria refer to the timing of the project (within the past 10 years) and the size of the project (75% of the RFP project's rentable square feet).</b></i></p>
2.	15 October 2008	3.3.5.1.1 SLQs and Floor Plans	<p>The gross floor area per building is 8,822 m<sup>2</sup> according to the RFP.</p> <p><i>What if there is a discrepancy between this figure of 8,822 and area calculated from the drawing provided to offerors?</i></p>	<i><b>Section 2.1 of the RFP (General Existing Conditions) states that "The U.S. Government has made every effort to ensure the accuracy of the information in this Section. However, should a conflict exist between the general information in this Section and the more detailed information in the appendices, the information in the appendices shall be used".</b></i>
3.	15 October 2008	3.3.7.2 schedules	<p>The project schedule for each phase is 20 months <b>from groundbreaking to occupancy.</b></p> <p><i>Does it include time needed for the US Government's simulation or installation of the Government supplied furniture/appliances before occupancy, which means the construction schedule per phase is actually shorter</i></p>	<i><b>Yes, the 20 months construction period includes time for the U.S. Government to install furnishings and appliances prior to U.S. Government's issuance of the Certificate of Acceptance.</b></i>

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			<i>than 20 months?</i>	
4.	15 October 2008	4.5.2.1 Page limits	<p>“The total page count may not exceed 125 pages.”</p> <p><i>However, when we sum up each page limit for each Part as in Exhibit 6 of Volume Submittals, it totals 135 pages. Would you please clarify this?</i></p>	<i>Section 4.5.2.1 will be amended. The total page count may not exceed 135 pages.</i>
5.	15 October 2008	5.2.4.1 Part D-Factor 5: Past Performance	<i>Should offerors submit both <b>all relevant projects</b> list <b>completed within the past 10 years AND 2-3 most relevant project lists for Development and OM?</b></i>	<i>The focus should be on relevant projects completed within the past 10 years. Recommend submitting 2-3 relevant projects each for Development and O&amp;M. Refer to Section 5.2.4.4 of Amendment 001 for definitions of relevant projects</i>
6.	15 October 2008	Drawings & Spec	<p>1)Can we get AutoCAD drawing files instead of Microstation or pdf files? In addition, Maxview files would be very convenient for our use.</p> <p>2)As for Spec, we could not open the files due to the unfamiliar file type, *.sec.</p>	<p>1) <i>AutoCAD drawing files are not available for the BTL-SLQ standard design. Maxview files are posted on the Far East District BTL-SLQ web site.</i></p> <p>2) <i>Software for properly opening the specification files is posted on the Far East District BTL-SLQ web site.</i></p>
7.	15 October 2008	5.2.1.2.1 Site Development Design	<p>“Offeror shall submit a <b>10% site adapted design</b> for Phase I only...”</p> <p><i>We do not get “10% site adapted design” clearly. The US Government provided design is 95% design and the offeror is supposed to complete it 100% by site adaptation. Please explain what 10% site adapted design means.</i></p>	<i>The U.S. Government has provided 100% designs of the Facilities / SLQs. These designs are not specific to a site. Offerors must prepare a 10% site design that considers the U.S. Government’s Facilities / SLQ designs (Appendix H) and A&amp;E Scope of Work Requirements (Appendix K).</i>
8.	15 October 2008	Submission Requirements	<i>Does the total of 125 pages include hard copy of Pro forma?</i>	<i>No, it does not, nor does it include Price proposal, Bid Template, Letters of Commitment, Term Sheets, or Past Performance Questionnaires. Also, the corrected total number of pages is 135.</i>
9.	15 October 2008	Submission Requirements	RFQ suggests that Volume I is limited up to 10 pages, and Pro forma is to be submitted in e-copy and hard	<i>No, it does not.</i>

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			copy. Does 10 pages include hard copy of Pro forma?	
10,		Price	What if there is a higher vacancy rate than that indicated in the Pro Forma?	<i>The U.S. Government will pay rent for 100% of the facility, regardless of vacancy levels, subject to budgetary appropriations.</i>
11.	17 October 2008	Submittal requirements	What is the regulation for four (4) hard copies? Can we submit just one original? Separate binder for I & II?	<i>Yes, you must submit the 4 hard copies in a bound format. The submittal requirements section of the RFP clearly states that you must submit proposals in two SEPARATE binders (for Volume I &amp; Volume II).</i>
12.	17 October 2008	Standard Design	Tell us the numbers and rating scale for the proposal evaluations?	<i>The ratings are qualitative and are not assigned a numeric value – a summary of the ratings and their definitions is provided in Section 6.4 of the RFP.</i>
13.	17 October 2008	Standard Design	What is the level and scope of facility design that the U.S. Government provided? Is that schematic design or working design?	<i>It is a complete design for facilities and parking; however, it does not include site design, which is why Offerors are required to provide 10% site adapted design with their proposals.</i>
14.	17 October 2008	Offering Entity	Is there any preference for an Offeror arranging its team? For example, teaming with any foreign (U.S.) developer or Operations & Maintenance entity?	<i>There is no defined preference for Offeror teams. However, teams and/or entities must demonstrate experience and qualifications in Development and Construction as well as Operations and Maintenance.</i>
15.	17 October 2008	Factor 5	The RFP requires relevant projects as more than 75% of the rentable square meters of the project. Would you give us the exact figure?	<i>300,000 sq. meters (see revised definition of relevant projects in Amendment 001 to the RFP).</i>
16.	17 October 2008	Factor 2	Please explain 10% adapted site design	<i>The 10% adapted site design is ONLY for adapting the standard design (Appendix H) and U.S. Government provided changes (Appendix K) to accommodate site considerations.</i>
17.	17 October 2008	Project Financing	Should the Offeror arrange only a fixed interest rate during the project?	<i>RFP requires fixed payments for base rent. However, the U.S. Government is open to alternative financing structures.</i>
18,	17 October 2008	Letter of Commitment	Should the bid (proposal) include a non-conditional Letter of Commitment from lenders?	<i>Offeror's financing plan must be comprehensive, to include a full term sheet for each Phase of the transaction, that is executable by your lender/s. Letters of commitment may be conditional on final due diligence to occur upon selection; however, the terms sheets should limit conditional statements and state that due diligence</i>

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				<i>will not affect pricing.</i>
19.	17 October 2008	Currency	What is the currency of rent payments?	<i>Rent payments will be made in Korean Won (KRW).</i>
20.	17 October 2008	Evaluation & Award	In the Evaluation of base rent, what discount rate will be used to calculate the present value of total base rent payment during the lease period?	<i>Base rent is based on the amortization of the Lessor's permanent loan. There is no need to calculate the present value of total base rent payment during the lease period.</i>
21.	17 October 2008	Offering Entity	We are thinking of a consortium to propose on this project. Do you have any standard for making the consortium?	<i>Consortia (or joint ventures) must disclose the individual responsibilities of each member, identify a single project principal representing the consortium, and provide its plan for forming a single legal entity. Offerors must be transparent in detailing fee arrangements among members, and how the organization plans to work together to effectively execute the project.</i>
22.	17 October 2008	Evaluation & Award	Do you have an estimate table that shows what aspect of the proposal is allocated to certain amount of points?	<i>The ratings are qualitative and are not assigned a numeric value – a summary of the ratings and their definitions is provided in Section 6.4 of the RFP.</i>
23.	17 October 2008	Project Vacancy	Is there a rent payment related to the vacancy rate of the facility?	<i>No. The base rent is fixed. However, the vacancy rate may relate to variable costs, and associated rent for operation (i.e. Service Rent). If occupancy is lower than originally projected, annual reviews will be used to determine appropriate operating budget and service rent adjustments based on actual expenses.</i>
24.	17 October 2008	Price	Is there a standard or maximum cost for this project?	<i>No. Price will be based on the competitive range, as defined by market. There is no defined upper limit on project costs or rent payments.</i>
25.	17 October 2008	Design Certification	Will 10% site adaptation design need to be certified	<i>No, certification will not be required until after award.</i>
26.	17 October 2008	Standard Design	Are ATEP and LEED requirements for the project reflected in the standard design?	<i>Yes, they are included in the standard design. However, Offeror should consider these requirements in making site adaptations.</i>
27.	17 October 2008	Site	What is the availability of access roads to the site?	<i>Offerors will be responsible for determining access and are encouraged to attend the site visit to survey the current access roadways and routes.</i>
28.	17 October 2008	Pro Forma	Define total development costs	<i>The Pro Forma contains a breakdown of all development hard and soft costs, as well as construction related financing costs, which added together, define "total development costs".</i>
29.	17 October 2008	Evaluation &	Concerning selection procedures, after the selection of	<i>No.</i>

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		Award	multiple successful Offerors for different phases, then is there any chance to compete for a single award among them?	
30.	17 October 2008	Pro Forma	Concerning the Pro Forma model, please describe price per linear meter of pile (what is the difference with unit price)?	<i>Unit pricing is in linear meters.</i>
31.	17 October 2008	Performance Guarantee	Should Successful Offeror submit the Performance Guarantee for each of the 3 phases - which appears to mean that 3 different Performance Guarantees will be submitted. Please clarify.	<i>Yes, 3 separate Performance Guarantees shall be issued – one for each phase, as each Phase must stand alone.</i>
32.	17 October 2008	Currency Risks	Revenue is in US dollars, while the investment for the builder would be primarily in KRW. Who bears the burden of currency risk? If it is the builder, is there any compensation to be considered in the lease rental payment?	<i>All lease payments to the Lessor shall be made in KRW, and all proposal pricing shall be in KRW, so there will be no rent related currency risk.</i>  <i>We do acknowledge there will be some currency risk inherent in the purchasing of off-shore construction materials required to comply with the U.S. Government's standard design. This is a risk to be borne by the Successful Offerors and should be factored into construction pricing.</i>
33.	17 October 2008	Evaluation & Award	Do you plan to select multiple offerors by a single solicitation?	<i>The U.S. Government may issue a single award for all phases, or multiple awards to different Offerors across the phases. However, the U.S. Government's intent at this time is to issue a single award for all 3 phases.</i>
34.	17 October 2008	Currency Risks	Does the Government have a contingency plan if the current global financial crisis continues?	<i>No.</i>
35.	17 October 2008	Occupancy Rates	Is there any lease guarantee in terms of occupancy rate?	<i>The U.S. Government will pay the Lessor an agreed to rent for the 100% of the facilities, regardless of actual occupancy levels.</i>
36.	17 October 2008	Design Certification	Can a licensed Architect only certify this project? Can any US licensed engineer certify?	<i>Certification of designs will be made following the selection of a Successful Offeror, and can be made by a U.S.-licensed architect or engineer. The U.S. Government will be looking for certification of designs at the time of Final Design and CD issue, whether or not the Successful Offeror has modified the U.S. Government design.</i>

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37.	17 October 2008	Design Submission	<p>Do Offerors need to submit only additional and modified drawings, or should they include all drawings including the 95% package?</p> <p>Do Offerors re-certify standard design packages (95%) which were already certified by a U.S. Licensed architect and P.E.?</p> <p>Can U.S. licensed architect certify all drawings including other disciplines such as Mechanical, Electrical, Civil?</p>	<p><i>Only 10% modified site design, and any proposed modifications to the Standard Design (if the Offeror so chooses)</i></p> <p><i>The proposal designs do not have to be certified at the time of the 05 December 2008 submission.</i></p> <p><i>The individual certifying each sheet of the final drawings must have the appropriate certification for the content of that sheet.</i></p>
38.	17 October 2008	Design Submission	<p>Does the Offeror need to submit 100% site adapted design with the proposal? If so, will they need to be stamped and certified by a U.S. licensed architect? Does the certifying company need to be US company?</p>	<p><i>100% design is NOT required. We are only asking at this point that you submit 10% site adapted designs for submission with your response to the RFP.</i></p> <p><i>Offerors do not need to provide design certification at the time of proposal submission on 05 December 2008.</i></p> <p><i>Certification of designs will be made following the selection of a Successful Offeror, and can be made by a U.S.-licensed architect or engineer. Certifying architect or engineer must have a US license, but does not have to be employed by a US Company.</i></p>
39.	17 October 2008	Appendix B	<p>How can I obtain the Pro Forma Template software? Does your Pro Forma Template software provide a detailed tutorial?</p>	<p><i>The Pro Forma has been created using Microsoft excel (not custom software). MS Excel is widely available commercially and tutorials on using the software can easily be obtained.</i></p>